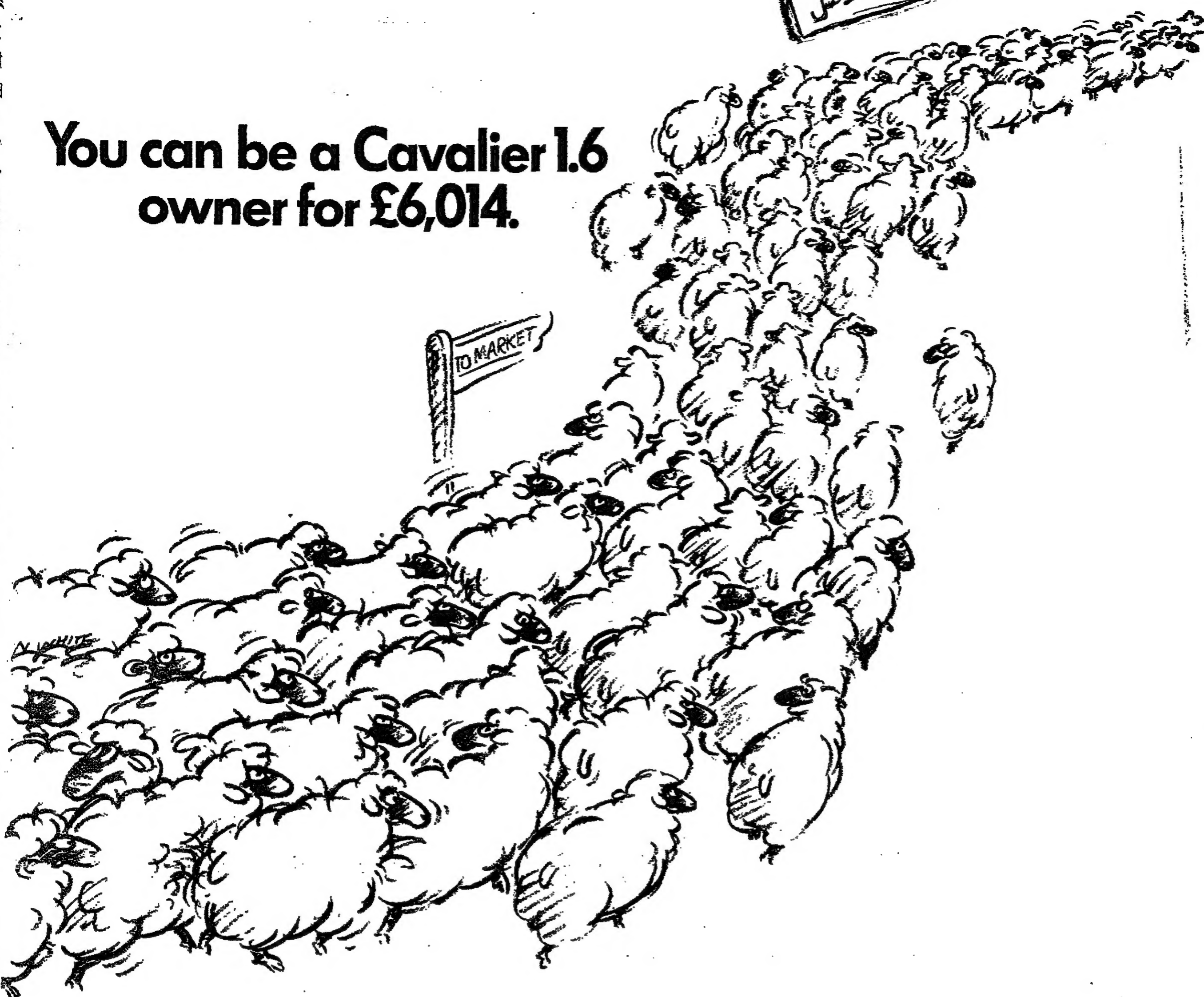
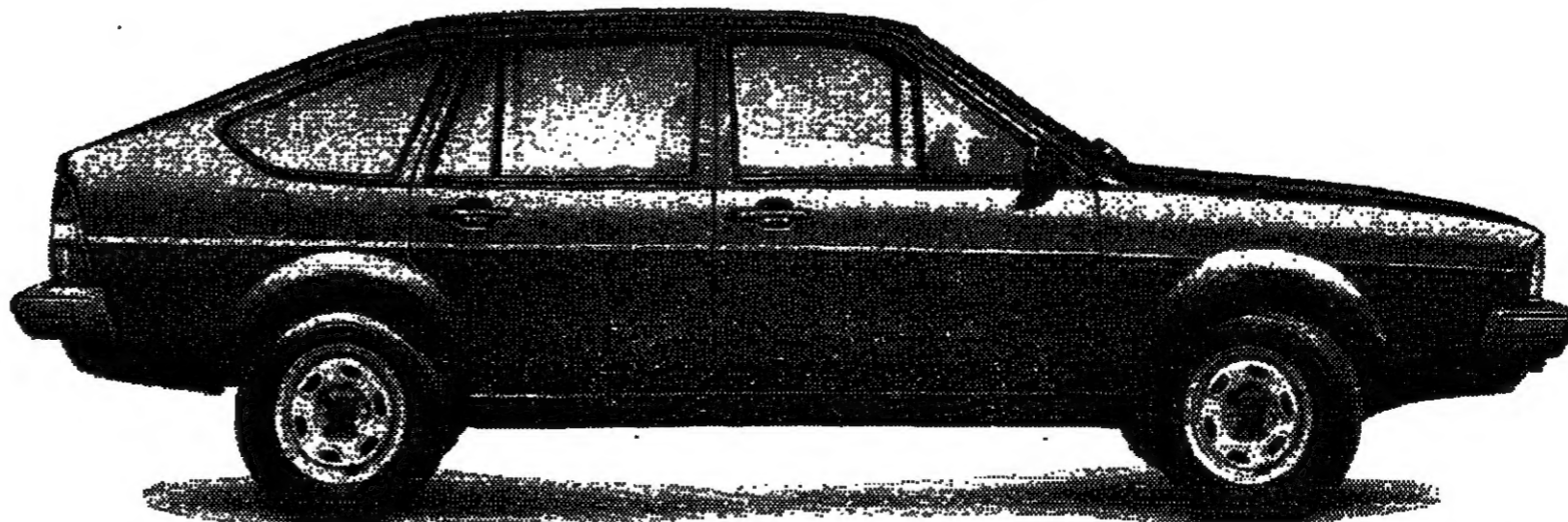


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**You can be a Cavalier 1.6
owner for £6,014.**



**Or you can be
yourself for £5,833.**



It's very surprising that it costs less to be yourself than a sheep.

Especially as a Volkswagen is such a safe investment and a safe car.

It's a safe investment because we go to extremes to protect the car from rust.

We inject the body cavities with 200 litres of wax, no less.

We line the front wheel arches with special plastic shields.

And we even fit a roof underneath the car to keep out the rain.

No wonder the re-sale value of a Volkswagen is so high.

It's a safe car because you are protected by a rigid steel passenger safety cell, with crumple zones front and rear.

We design the doors so that they won't burst open even if the car is rolled over.

And, because we consider the safety of rear seat passengers to be important, we fit seat belts in the back as standard.

Which is more than can be said for Vauxhall.

It all goes to prove that you'd be better off even if the VW Passat cost more than the Cavalier.

But it doesn't.

Passat.



12-1-51

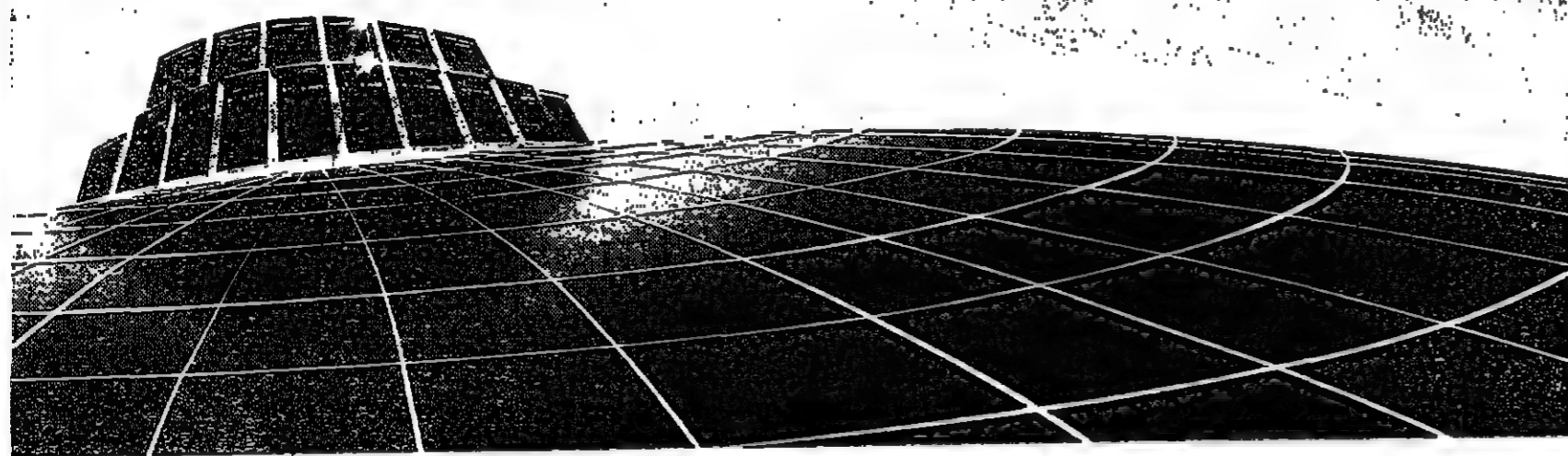
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Tandem. The world's most reliable computer.



It can't fail to improve your business.

Improved profitability is, or should be, what on-line data processing systems are all about.

Which is why more and more large organisations are moving away from the old, less flexible, 'batch' systems.

But there are pitfalls for the unwary.

Like thinking that one on-line system is much the same as the next.

Not so.

Even systems using the most advanced, conventional mainframes that claim 99% availability will be out of action, on average, eight hours every month when they're running round the clock.

And the bigger the system the bigger the problem. A 10-system network, for instance, could be out of business eight hours every three days. Time, data and production, (not to mention money) lost forever.

So why buy a computer that fails?

Zero downtime—the key to Tandem's success.

Our unique, patented architecture is designed to prevent any single component failure, in any part of the system, causing a complete stoppage.

If a component should fail, its workload is automatically taken up by another.

Not an idle one, please note, that stands waiting for such a breakdown, but one which handles its own share of the total workload during normal operation.

To achieve anything like this level of reliability from any other manufacturer you could well find yourself buying twice the equipment you need.

And that's just like paying two men to do the work of one.

TANDEM

The world's most reliable computer

How to expand your business without closing down.

It will be hard to find another computer system with such a flexible attitude towards growing companies.

As you grow, it grows. As and when you need it.

From a £100,000 installation all the way up to our recently launched NonStop TXP™, the most powerful on-line transaction processor in business today.

And unlike most other systems it's possible to add on extra resources without stopping, rewriting or reprogramming.

A most attractive proposition to companies with a big future.

We get on exceedingly well with our competitors.

No matter which computer you currently operate you can still reap the Tandem™ benefits without starting from scratch.

Because a Tandem system can be linked-in to virtually every other make of computer or device on the market.

From telexes, PBXs, telecopiers through to word processors of practically every make, shape and size.

The alternative to such compatibility?

Unless you're prepared to write-off your existing investment, it doesn't bear thinking about.

£0-£400 million in just 10 years.

In 1974 we didn't exist.

Today our turnover is around £400 million and we have six manufacturing plants and 100 offices throughout the world.

Phenomenal growth by anyone's standard in what is one of the world's most competitive markets.

But don't for one moment think that all our sales success has been at the expense of service to our customers.

That couldn't be further from the truth.

The computer that doesn't fail has won again.

The best way to find out if a manufacturer really does live up to all its product and service claims is to ask their customers.

Which is precisely what the highly respected Cowan/Datamation survey in the USA is all about.

According to their findings in 1983, Tandem recorded a higher level of customer loyalty than any other manufacturer.

And not just last year. Or the year before, but for the fourth year running.

Could that be why some of the most important organisations in finance, trade and industry have bought Tandem?

Or was it perhaps that they simply couldn't afford to buy a computer that fails?

If it sounds as if Tandem reliability could help to improve your profitability, please let us know, we'll be delighted to talk to you.

Tandem Computers Limited,
13-14 Buckingham Gate, London SW1.
Telephone: 01 841 7381.

You don't need a computer to work out why no other micro equals ours.

You won't find another micro offering a range of benefits that add up like the Olivetti M20's. There's a choice of seven M20's ranging from a personal computer through to a highly intelligent workstation that can take you into a local area network.



A wider choice of software.

The M20 offers a choice of four main operating systems (MS-DOS, CP/M-86, PCOS and UCSD-P*). So it can handle literally hundreds of different software programs to satisfy virtually every business or professional application.



True 16 bit technology for speed and efficiency.

Unlike some of its major competitors, the M20 is a true 16 bit personal computer. So it's more powerful than most micros.



Choice of 16 printers.

As the world's leading producers of electronic typewriters, we also lead in computer printing technology. We make no less than 16 printers compatible with the M20.



The M20 can talk to other office machines.

With its own inbuilt communications facilities the M20 can talk to other office machines such as typewriters, making them intelligent word processors and printers. And linked to a telephone and communications equipment it can access Prestel, mainframe computers, receive or send telex messages and even Autodial. So the M20 can take you further into office automation.



The M20 can handle new networking developments.

The M20 allows you to build a local area network incorporating a massive central memory for extensive file storage with fully integrated software for electronic mail and text and data processing. Building a network like this with any other company would normally mean having to buy components from separate manufacturers. Olivetti supply everything from a single in-house source.



We are pioneers in computer technology.

Our total investment in R&D is one of the largest in the world and is committed to advancing computer technology for the businessman. We developed the first true 16 bit personal computer for under £2,000 and are the leaders in ergonomic design of computers.



The depth of service you'd expect from a multi-national company.

Our distributors are the best trained in Europe. Before they are allowed to so much as look at an M20 they are put through a comprehensive course at our very own school. And our force of 600 service engineers cover the entire country to give fast and efficient service.



Proven reliability.

The M20 is one of the most reliable micro computers in the world. In fact, in a recent computer marathon, not one but two Olivetti M20 micro computers ran non-stop, day and night, for a full week without even a single hiccup.



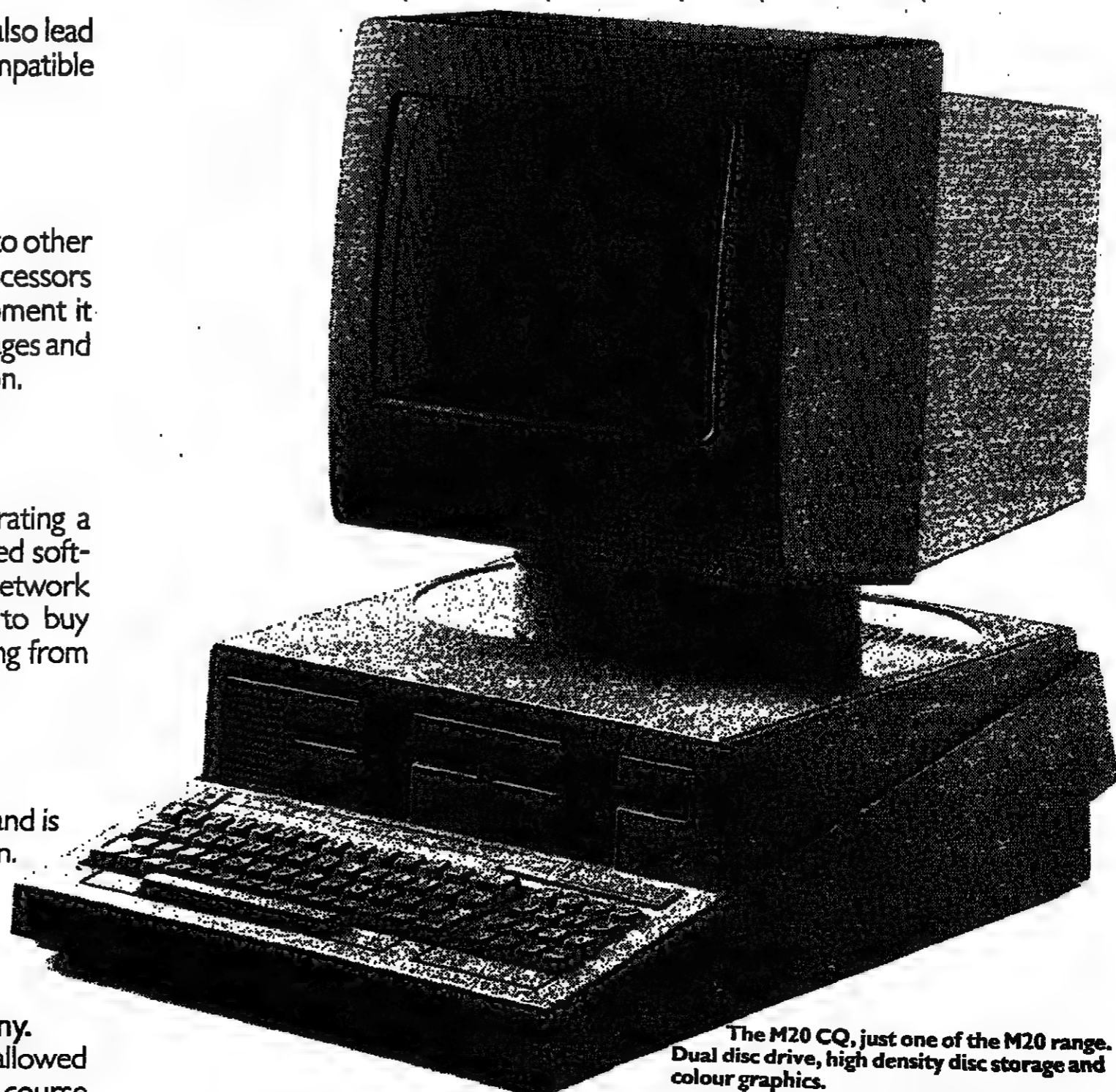
Experience that helped us become the leading European manufacturer.

For 75 years we have been helping all sizes of business become more efficient. No other company has this understanding of the businessman's needs combined with over 30 years experience in computer technology. Olivetti is now the largest European manufacturer of computer and office equipment. So we will always be around whenever you need us, unlike a lot of computer manufacturers that won't even be in business in a few years time.



At £9.88 per week it doesn't just add up to a better computer, it adds up to complete office productivity.

The Olivetti M20 is available now from only £1,795 or £9.88 per week to lease (plus VAT). And unlike most micros, it comes complete with free manuals and a one year guarantee. For more information on how to take your business into complete office productivity, complete the coupon.



The M20 CQ, just one of the M20 range. Dual disc drive, high density disc storage and colour graphics.

To: Valerie Belfer, British Olivetti, Olivetti House, 86-88 Upper Richmond Road, Putney, London SW15 2UR. Tel: 01-785 6666. Please send me brochures on the M20 personal computer.

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T77/2

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More than words can say

BIRTHS, MARRIAGES, DEATHS
Announcements are accepted for publication on a non-exclusive basis. The Times will accept announcements for publication on a non-exclusive basis. The Times will accept announcements for publication on a non-exclusive basis.

BIRTHS
On January 20th, at the home of the bride's parents, Mr. and Mrs. J. H. Smith, a son, James John Smith, born to Mrs. J. H. Smith and Mr. J. H. Smith.

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